

Name – NIKHIL SHARMA

Mobile.No – 9479513115

Email id: - NYK.SHARMA5@GMAIL.COM

Profile Summary: -

- M.B.A. in (Marketing) from PT JAWAHARLAL NEHRU INSTITUTE OF BUSINESS MANAGEMENT (M.P.) with the experience of over 4.2 years in **Sales & Marketing, Business Development, Channel Management, Team Management and Customer Relationship Management**
- Currently associated with **INDIAMART INTERMESH LTD as AREA MANAGER in PUNE (MAH.)**
- Abilities in planning, formulating and implementing market strategies and promotions ns to increase market share and drive revenue & profitability by maximizing sales
- Sound knowledge of executing business operations in the assigned region with accountability of enhancing profits, carrying them out in a given time frame for achieving monthly / annual sales targets
- Skilled in maintaining robust channel sales as well as servicing existing customers for achieving sales target
- Efficient organizer, motivator, team player and a decisive leader with the ability to motivate teams to excel and win

Professional / Work Experience:- (04 Years 04 Months Experience)

INDIAMART INTERMESH LTD.

From 8 AUG 2022 To till Date

Position : Area Manager

Location : PUNE (MAH.)

- Creating multiple channel sales partners for sales of paid subscription packages via FOS model, basis defined SOP's / SLA's / pricing models
- Ensuring team hiring to ensure budgeted numbers
- Maintaining regular connects to ensure overcoming day-to-day challenges.
- Due training & hand-holding of all stakeholders to ensure proper flow of product/process knowledge, week-on-week for all new joiner, as well as via monthly refreshers (including on new product development)
- Close tracking and monitoring on input KPIs (such as Data and Hot Leads) to help improve productivity
- Responsible for evaluating Channel's performance with key metrics (# of Meetings per Day/ Hot Lead Conversion%, Leakage% etc.) on routine basis to ensure optimized productivity as well as ensuring minimum leakage
- Alignment as well as loop-back to product and data team to help improve on enables to improve quality, productivity and overall process efficiency

Highlights –

- Currently Handling team of 40 SPA, 5 TLs and 2 Cps.

FASHNEAR TECHNOLOGIES PVT. LTD. (MEESHO)

From NOV 2021 To AUG 2022

Position : City Launch Manager

Location : Pune (Mah.)

- Handling FOS and sales team of assigned territory.
- Increasing Market Share & Numeric distribution of brands by way of increasing coverage & availability of products..
- Conducting monthly review & planning meet
- Appointment & training the team of salesman.
- Ensuring Merchandising and Marketing Activities at market place.
- CP wise Value & Volume planning for achieving monthly & yearly plan.

Highlights –

- Currently Handling team of 22 Salesman, 3TL.

BHARTI AIRTEL LTD

From OCT 2019 To NOV 2021

Position : FRSM

Location : Ujjain (M. P.)

- o Furnishing regular reports on time.
- o Achieving established sales targets.
- o Giving regular feedback and information of our brand performance and competitive activity
- o Placing the products in retail outlets for consumer benefit.
- o Prime importance is held by the primary and secondary sales
- o Reviewing our own sales performance, aiming to meet or exceed targets

Highlights –

- o Got certificate from **NATIONAL HEAD QUARTER** as a best performer at national level .
- o Handling team of 2 Salesman, 1 Supervisor and 1 Merchandiser.

Professional / Educational Qualification: -

- **MBA in Marketing** from JNIBM UJJAIN (M.P)
- B.Com. in 2017 from VIKRAM UNIVERSITY UJJAIN (M.P)
- MS-Office, MS-Excel

Personal Details: -

Name. : NIKHIL SHARMA

Father's Name : OM PRAKASH SHARMA

Date of Birth : 20 MAY 1996

Marital Status : UNMARRIED

Languages Known : ENGLISH ,HINDI

Permenant Address : 22 PARSWANATH PARISAR, SUARAJ NAGAR UJJAIN (M. P.)

Date:/..../.....

Place:

(NIKHIL SHARMA)